

Message Text

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47

ACTION COME-00

INFO OCT-01 EA-06 ISO-00 DODE-00 EB-07 NSAE-00 TRSE-00

ERDA-05 CIAE-00 /019 W
----- 090384

R 110742Z APR 75
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 9338

LIMITED OFFICIAL USE TOKYO 4747

E.O. 11652: N/A
TAGS: ESTC, ETRD, JA
SUBJ: EXPORT LICENSING REQUESTS: NATIONAL SEMICONDUCTOR
CORP.

SUMMARY: NATIONAL SEMICONDUCTOR JAPAN BRANCH (NS JAPAN)
HAS ASKED EMBASSY ASSISTANCE IN EXPEDITING REMOVAL OF
BOTTLENECK TO RAPID EXPANSION OF ITS SUBSTANTIAL SALES
OF SEMICONDUCTORS IN JAPAN. END SUMMARY.

1. DON HARGRAVE, PRESIDENT OF NATIONAL SEMICONDUCTOR INTERNATIONAL INC. JAPAN BRANCH, CALLED AT EMBASSY APRIL 9 TO SEEK ASSISTANCE IN EXPEDITING ISSUANCE OF LICENSES FOR EXPORT OF NS SEMICONDUCTORS TO JAPAN. HE SAID NS, CURRENTLY EXPORTING APPROX. \$10 MILLION ANNUALLY (LARGELY INTEGRATED CIRCUITS) TO JAPAN, SEES OPPORTUNITY TO EXPAND THESE SALES BY \$4 OR \$5 MILLION ANNUALLY THROUGH ITS NEW (ADDITIONAL) AGENT TAKACHIHO KOHEKI CO. LTD. (TK) OF TOKYO (TK HAS JOINT VENTURE IN JAPAN WITH BURROUGHS OF U.S.) HOWEVER, TK'S EFFORTS ARE CURRENTLY BEING STYMIED, HARGRAVE SAID, BY (A) REQUIREMENT THAT EXPORTS FROM NATIONAL SEMICONDUCTOR IN CALIFORNIA TO TAKACHIHO KOHEKI IN TOKYO BE LICENSED ON ORDER-BY-ORDER BASIS AND (B) APPROX. 3 WEEK WAIT FOR GRANTING OF EACH SUCH LICENSE.

2. IN EFFORT TO OVERCOME THIS DIFFICULTY, HARGRAVE SAID, NS SUBMITTED REQUEST FOR BLANKET SIX-MONTH LICENSE OF
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SHIPMENTS TO TK ON MARCH 25, 1975; REQUEST WAS RETURNED

BY COMMERCE FOR ADDITIONAL DATA AND RESUBMITTED APRIL 4, 1975 UNDER NSC REF. TKO-75-00505-U. HE SAID BOTH NS AND TK HAVE EXCELLENT RECORDS TRADING IN EXPORT-LICENSED GOODS AND URGED EXPEDITIOUS APPROVAL ABOVE APPLICATION. IN HIGHLY COMPETITIVE MARKET SITUATION, HE SAID, BOTH PRESENT AND FUTURE BUSINESS WILL BE LOST IF CUSTOMER-MANUFACTURERS CANNOT GET PARTS IN TIME TO MEET PRODUCTION SCHEDULES. HARGRAVE STATED THAT JAPAN'S CREDIT LAWS AND REGULATIONS MAKE IT A PRACTICAL NECESSITY FOR AGENT TK TO IMPORT ON OWN ACCOUNT RATHER THAN PURCHASING GOODS ALREADY IMPORTED BY NS JAPAN. CONSEQUENTLY, REALIZATION OF MAJOR EXPORT POTENTIAL HERE DEPENDS UPON EXPEDITIOUS AUTHORIZATION OF EXPORT SHIPMENTS BY NATIONAL SEMICONDUCTOR FOR ACCOUNT OF TAKACHIHO KOHEKI.

3. ACTION REQUESTED: EMBASSY REQUESTS INFORMATION SOON-

EST ON WHICH TO BASE RESPONSE TO N.S. JAPAN.

SHOESMITH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORTS, SALES, LICENSES, SEMICONDUCTOR DEVICES
Control Number: n/a
Copy: SINGLE
Draft Date: 11 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: RowellE0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750126-0992
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750456/aaaabzzy.tel
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Original Classification: LIMITED OFFICIAL USE
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
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Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2003 by BoyleJA>; APPROVED <18 NOV 2003 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXPORT LICENSING REQUESTS: NATIONAL SEMICONDUCTOR CORP.
TAGS: ESTC, ETRD, JA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006